



### Omaha National Sales Office

- Cardella Gills, Herve Roussell, and Gail Smith combine for a monthly quota of about \$1.0 million. If we take the current ADOS role and create a revenue producing ADOS position, we will offset about \$600-\$650K of this quota. The remainder will be spread among the team.
- Linda Neubauer works as part of our group desk. With demand down, we do not see the need to maintain the present day roster.

Cardella Gills  
Herve Roussell  
Gail Smith  
Linda Neubauer

[REDACTED]  
[REDACTED]  
[REDACTED]  
[REDACTED]

Annual Labor Savings: \$143,000 + PTEB  
Annual SOHO Savings: \$10,000

REDACTED

CONFIDENTIAL

010695

PLAINTIFF'S  
EXHIBIT

38h